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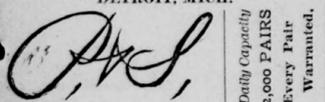
DETROIT FREE PRESS CIGAR.
10c Cigar for 5c.
Brown Bros.
MANUFACTURERS,
DETROIT, MICH.

LUDWIG WINTERNITZ,
STATE AGENT FOR
Fermentum,
THE ONLY RELIABLE
Compressed Yeast.
Man'd by Riverdale Dist. Co.
106 Kent Street, Grand Rapids, Michigan,
TELEPHONE 566.
Grocers, bakers and others can secure the agency for their town on this Yeast by applying to above address.

PLUG TOBACCO.
TURKEY .39
Big 5 Cents, .35
Dainty {A fine revolver with each butt.} .42
All above brands for sale only by
BULKLEY, LEMON & HOOPS
WHOLESALE GROCERS,
GRAND RAPIDS, MICH.

EATON & CHRISTENSON,
Agents for a full line of
S. W. Venable & Co.'s
PETERSBURG, VA.,
PLUG TOBACCOS,
NIMROD,
E. C.,
BLUE REITER,
SPREAD EAGLE,
BIG FIVE CENTER.
102 CANAL STREET.

Sweet 16
Laundry Soap
MANUFACTURED BY
OBERNE, HOSICK & CO.
CHICAGO, ILL.

PINCREE & SMITH
Wholesale Manufacturers
Boots, Shoes and Slippers
DETROIT, MICH.

Michigan Agents Woonsocket Rubber Company.
Office and Factory—11, 13, 15 and 17 Woodbridge street West. Dealers cordially invited to call on us when in town.

Our Special Plug Tobaccos.
1 butt. 3 butts.
SPRING CHICKEN .38 .36
MOXIE .35 .33
ECLIPSE .30 .30
Above brands for sale only by
OLNEY, SHIELDS & Co.
GRAND RAPIDS, MICH.

The Tower of Strength.
Golden Seal Bitters, a perfect renovator of the system, carrying away all poisonous deposits, enriching, refreshing and invigorating both mind and body. Easy of administration, prompt in action, certain in results. Safe and reliable in all forms of liver, stomach, kidney and blood diseases. It is not a vile, fancy drink, but is entirely vegetable. This medicine has a magic effect in liver complaints and every form of disease where the stomach fails to do its work. It is a tonic. It will cure dyspepsia. It is an alterative and the best remedy known to our Materia Medica for diseases of the blood. It will cure kidney diseases, nervousness, headache, sleeplessness and enfeebled condition of the system. The formula of Golden Seal Bitters is a prescription of a most successful German physician, and thousands can testify to their curative powers. Sold by the Hazeltine & Perkins Drug Co., Grand Rapids, Mich.



Lone Wolf's CLIMAX-PLUG TOBACCO, RED TIN TAG.
GUSTAVE A. WOLF, Attorney.
Over Fourth National Bank. Telephone 407.
COLLECTIONS
Promptly attended to throughout the State.
References: Hart & Amberg, Eaton & Christenson, Enterprise Cigar Co.



TO THE TRADE.
We desire to call the attention of the Trade to our unusually complete stock of
SCHOOL BOOKS, School Supplies
And a General Line of Miscellaneous Books, Stationery, Paper, Etc.
We have greatly increased our facilities for doing a General Jobbing Business, and shall hereafter be able to fill all orders promptly. We issue separate lists of Slates, School and Township Books, Blanks, Etc., which will be mailed on application.
Quotations on any article in our stock cheerfully furnished. We have the Agency of the
REMINGTON TYPE WRITER
For Western Michigan.

Eaton & Lyon
20 and 22 Monroe St., Grand Rapids, Mich.
C. ROYS & CO., Whips & Lashes
2 Pearl St., Grand Rapids, Mich.

Never to our knowledge has any medicine met with the success as has Golden Seal Bitters. It comprises the best remedies of the vegetable kingdom so as to derive the greatest medicinal effect, and is making wonderful cures.
JUDD & CO., JOBBERS OF SADDLERY HARDWARE
And Full Line Winter Goods.
102 CANAL STREET.

We carry a full line of Seeds of every variety, both for field and garden. Parties in want should write to or see the
SEEDS
GRAND RAPIDS GRAIN AND SEED CO.
71 CANAL STREET.

ALBERT COYE & SON,
MANUFACTURERS OF
AWNINGS, TENTS
HORSE AND WAGON COVERS.
WHOLESALE DEALERS IN
Oiled Clothing, Ducks, Stripes, Etc.
73 Canal Street, - Grand Rapids, Mich.

CINSENC ROOT.
We pay the highest price for it. Address
Peck Bros., Druggists, Grand Rapids, Mich.

ARTHUR R. ROOD, ATTORNEY,
COMMERCIAL LAW AND LOANS,
43 PEARL ST., GRAND RAPIDS, MICH.
Refers by permission to Foster, Stevens & Co., Peck Bros., Nat'l City Bank, Morgan & Avery, E. A. Stowe. Telephone call 375.

EDMUND B. DIKEMAN,
THE—
GREAT WATCH MAKER,
—AND—
JEWELER.
44 CANAL STREET,
GRAND RAPIDS, MICH.

WE LEAD—OTHERS FOLLOW. is valuable. The Grand Rapids Business College is a practical trainer and fits its pupils for the vocations of business with all that the term implies. Send for Journal. Address C. G. SWENSBURG, Grand Rapids, Mich.
LUDWIG WINTERNITZ,
JOBBER OF
Pure Apple Cider & White Wine
VINEGARS!
As the Vinegar season is now beginning, those in need of Vinegars warranted full strength and absolutely pure should send for samples of my goods, or drop a postal card and I will call. Telephone 566.
106 Kent St., Grand Rapids, Mich.

NEW BRANDS OF CIGARS!
SUNSHINE, STANDARD, ROYAL BIRD, KEY VEST, LOVE LETTER, BUNNY, I SHOULD BLUSH, DICTATOR.
ABOVE ARE ALL
Coldwater Goods,
OF WHICH WE HAVE THE EXCLUSIVE SALE.
Eaton & Christenson,
GRAND RAPIDS, MICH.
A. H. FOWLE,
House Decorator and Dealer in
FINE WALL PAPERS,
Room Mouldings,
Window Shades,
Artist Materials
PICTURES,
PICTURE FRAMES,
And a full line of
Paints, Oil & Glass.
Enamel Letters, Numbers and Door Plates, and all kinds of Embossed, Cut and Ornamental Glass.
Special attention given to House Decorating and Furnishing, and to the designing and furnishing of stained glass.
37 Ionia Street, South of Monroe.

Granello, MERCHANT TAILOR,
LEDYARD BLOCK,
107 Ottawa St.
Suits for Manufacturers,
Suits for Jobbers,
Suits for Retailers,
Suits for Traveling Men,
Suits for Clerks,
AND
Overcoats for Everybody.

FOREIGN AND DOMESTIC WOOL-ENS AND WORSTEDS, THE BEST MANUFACTURED. FINE AND SERVICEABLE TRIMMINGS.
SUPERIOR WORK AND THE PROPER STYLE FOR THE WEARER.
ALL AT PRICES THAT WILL INDUCE YOU TO LEAVE YOUR ORDER.
Broken Down Invalids.
Probably never in the history of Cough Medicines has any article met success equal to that which has been showered upon Dr. Pete's 35-cent Cough Cure. Thousands of hopeless cases of Coughs, Colds and Consumption have yielded to this truly miraculous discovery. For this reason, we feel warranted in risking our reputation and money on its merits. Sold by the Hazeltine & Perkins Drug Co., Grand Rapids, Mich.

Aldermans Rubber Shading and Marking Pens.
Any Boy Can Use Them


Merchants Need It for Marking Signs, Pla-cards, Boots and Shoes, Crockery, Etc.
Can be used with any ink or fluid. One each of the two different sizes of Pens for 6c.; three for 6c.; together with Charts showing the construction of different styles of letters, directions, etc., sent post-paid on receipt of postal notes or two-cent stamps.
On receipt of \$1, I will send with the marking set a package of powder that will make two quarts of marking fluid. Wm. Trenkle, Fortville, Ind. Co., N.Y.

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37 Ionia Street, South of Monroe.

The Drum-Beat of Trade.
He is a jolly good fellow—the “drummer.” His rat-a-tat is a reveille to many a sleeping merchant. He beats the long roll of the battle of business.
Generally, he is young enough to be full of enthusiasm—his blood is tonic, and red. He is “on the road”—to fortune. He will be a “Merchant Prince.” Hope scars shoulders of every cloud, and dreams out a radiant future on the dreariest rainy day. He has samples of various things to sell and to drink. He means to be honest—to give value received. Building up a trade, he can not afford to leave any goods that won't stand scrutiny when he has gone; it's not his interest to sell what will be a drug on the market. He is coming again, and he wants a good report from his customers. Do not confound him with mercantile tramp or the jack-peddler. They purpose but one visit. The commercial traveler has come to stay. Like a comet, he may describe a large orbit before his return, but when he comes back, he'll have “his tail behind him.” Ah! he will a “tale unfold!” If not Darwinian—Spencerian. He will rattle away on his drum, but he'll quicken the stagnant pulses of his customer, and make his heart pant for new victories. He chases away the army of hobgoblins which fear conjures around him in moments of hesitation and of doubt, and makes him plucky to win the good possible to enterprise and to effort.
He is the life of many a country town. The girls smile at him when “Comin' Thro' the Rye.” The old chaps bid him a hearty welcome. The church choir and collectors are glad to see him; they like his singing and shakels. Boniface brightens as he registers and calls for a favorite room, with the air of a lord chamberlain requiring apartments for a prince.
In half an hour he knows everybody in the house, has set things to rights, and bribed the porters and waiters. He has warmed into glorious summer the winter in the veins of landlord, servants and guests. “Take a cigar,” rings round, while between every finger is sandwiched a fragrant Havana. What a bustle in the “sample rooms”—dry goods and wet. The bowls roll, the ten-pins tumble, the billiard balls jingle, the cobs are broken in the piano, and the air throbs and thrills with song—operative, minstrel, choral and “gospel.”
On the cars he unlocks with private key the seats, and takes as much room as there is to spare, but is the first to bounce up to share with a stranger or surrender to a bevy of ladies. He likes a parlor chair, and delights in a section, but is equally at home on the wood-box or perched on a crate in the express car. He can ride on the rear platform or the cow-catcher. He can run down anything on the track, and catch up with anything from the rear. He is equally at home in the caboose, mail, express, smoking or Pullman palace car. He rides on a 1,000 mile ticket, but helps every wayfarer—the old woman with her bundles, the maiden with her bonnet-box, the octogenarian with his carpet-bag. He hugs the dude, lays for the greenhorn, but is the first man to resent a wrong imposed on the ignorance or credulity of the helpless. He is the enemy of sharpers, the dread of train robbers, the apparition of a man who can't keep a hotel. When he writes business, stationery flies and Uncle Sam rejoices. When he gets back to the store he must let off steam. He opens all the valves; and lets the locomotive whistle and hiss. He comes in like a cyclone; wait on him; he'll soon tell you “how it is.” The bosses marvel. They wonder that they ever let loose such a whirlwind on their unsuspecting customers. He is a mighty blower. After a while he will begin to decipher the hieroglyphics of his order book—with many a running exegetical comment. It also melts the lead in a pencil by sheer friction to keep up with and record him. His rhetoric is parenthetical. The fiver of his talk widens; in many a branching stream it wider grows; it flows over sand-bars, laps among willows, eddies in many a cove; but the deep channel floats the cargo of business. Before sundown you have all he has to say. He begs a day or two “off,” and before the time expires he is clamoring for samples and orders, and pinning for “the road.”
Give him tickets for 5,000 miles, a free range, samples up to orders, and he will go, and he goes cheer and chaste, and when you hear from him there will be packing to do at head-quarters. Drays will jar the curbstone and rushing trains will bear far abroad the fruits of his travel.
The traveler is a great convenience. He saves the merchant time and money, enabling him to buy as he needs, and diminishes the danger of overstocking. The merchant considers his purchases at his leisure, and can consult the shelves, books, partners, clerks and customers as to demand, fashion, ability to pay, etc.
He buys at home, and free from the embarrassment attending the operations of a wholesale store, and of dealing with a stranger, and, perhaps, in the presence of other merchants. Becoming familiar with the salesman, he does not hesitate to catechize him closely, and ask, even, for the benefit

of his judgment as to the probable styles and market prices.
The drummer knows that his interest hangs on retaining the confidence of the customer he has gained, and the merchant, feeling sure of this, they confer with each other—each seeking the other's interest, knowing to conserve and promote that which is best for each and for both alike, is the aim and end of conference.
The village hotel, and those who supply the table, get the benefit of having the drummers as guests, whereas the city hotel formerly had the profit of entertaining the country merchants. Many an interior town that, previous to the system of sample selling, scarcely supported a poor tavern, now maintains a handsome hotel, mainly patronized by commercial travelers. Credit is protected by short settlements. Formerly when a merchant had to buy a six months' stock on one visit to the metropolis, a credit corresponding to the extent of the purchase had to be carried. Bad debts, shelf-worn and unsalable goods, loss of interest, added cost to the consumer and peril to the merchant. No prudent man now need to oversupply himself so as to incur embarrassment.
Required to pay cash, or its equivalent, the seller must exact similar terms of his buyer, and the profit and loss account figures but insignificantly as compared with the place it occupied formerly on the ledger. Taking it altogether, the drummer is one of the features of modern civilization, ranking with the greatest inventions of the century, with steam transportation and cheap postage.
The moral and social effects of cheap postage are incalculable. It has strengthened family ties and conjugal bonds—contributed mightily to commercial ideas, and to the community of principles and the concert of purposes. It has made for the brotherhood of men, and widened in many ways, the sympathies that underlie interest in our own common humanity. So, the commercial traveler, running to and fro has increased knowledge. He is a Mercury of intelligence. Flying from town to town he connects places heretofore thought remote, and puts them on neighborhood relations. He carries with him the ideas prevailing in the towns he visits, tells of their vanities and vagaries—their fancies and facts, their virtues and vices, and the tastes and talents of the communities with which he meets and mingles.
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In fact and fine, the drummer recruits business, mounts the guard of the mart, reconnoiters and skirmishes, and rallies on the reserve—for, when occasion serves, he can turn his drum sticks into a policeman's club or a soldier's arms.

The Patent Shark.
Geo. B. Grant in the American Machinist.
My mail, for a week or two after I receive a patent, is a source of much amusement and instruction, and leaves the impression on my mind that the average inventor must be a first-class fool. No other explanation will account for the thriving existence and continued support of the horde of cheap swindlers and industrious humbugs who load me with their flaming advertisements and seductive offers.
Most of these are agents for the sale of patents, and, let them tell it, have most astonishing facilities for exchanging my invention for tens of thousands of dollars. Their compensation is a commission of ten per cent. on the actual sales, and a small advance of five to fifty dollars to pay half cost of getting out circulars and engravings.
Some have exhibition halls in the center of some great city, where models can be displayed to the gaze of throngs of capitalists who are in search of an outlet for their surplus funds, at a charge, of so much per month for the space occupied and the services of the director and his assistants. The cash should accompany the order to exhibit.
A farmer in Canada wrote to me, saying he had sent \$30 to a certain company to exhibit his potato digger. He was not over-run with orders, could get no satisfaction from the concern, and thought likely he had been beat. At the given address I found the exhibition hall in a mean fourth-story attic, without a sign at the door or even a line in the directory; but it was full of models in rows and piles, covered with dirt. A rascally-looking fellow explained the matter by saying that he had done his best with the potato digger; but it was a poor specimen, and there was but small demand for potato diggers, at best. His circular would disgust any printer—mere gutter snipes at ten for a cent.
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and I left the company, hard at work at his desk, writing decoy letters to new victims.
A certain “Patent Exchange” named the sum my patent would fetch for each state right: \$8,000 for Florida, \$15,000 for Alabama, and so on, some \$75,000 in all. The modest sum of \$8, payable in advance, would meet half the cost of flooding the South with my circulars, and the Exchange would be satisfied with its final commission of \$7,500. Merchants and ministers vouch for the concern; but I kept the patent and the \$8.
Another is founded on broader principles. It is made up of thousands of inventors, all working for each other on the “united-stand, divided-we-fall” plan, with a code of by-laws, a general manager, and directors everywhere from Iowa to Hong-Kong. Membership cost is small, and a modest sum will reimburse the general manager for the circulars that are to be sent to all civilized countries.
Very often the concern publishes a periodical, some *Scientific Bamboozler*, Vol. XXVI, No. 763, which I never heard of before, but which, nevertheless, has a circulation which is something immense, and I am furnished with a blank order for advertising my invention.
Others take the shape of engraving and publishing companies who will send me an engraving of my patent drawing for a couple of dollars, and get out my circulars for about half what I know good ones cost. The engraving is sure to be one of these “cheap and nasty” photo engravings, which excel only on the specimen-sheets of their makers, and the circulars would be sure to kill the invention.
About the cheapest dodge is an offer to furnish me with copies of my patent, “printed from the same type as the original,” for about twice the price the Government charges for the same thing, which is itself about twice too much.
One thing I notice particularly, and it speaks volumes. I get no letters from Boston swindlers, although Boston is well represented in the trade. I might call in person, and they much prefer that their patrons should remit by bank draft, or in some such way. If I was a farmer, a thousand miles away, with a potato digger on my brain and a few dollars in my pocket, I should hear from Boston without fail.
Another set of beats, quite as dead, and much more dangerous, but not as transparent as the patent sellers, are some of the “no patent, no pay” class of patent lawyers, and it is astonishing what a host of ex-examiners, eminent lawyers and scientific experts are ready to act as my humble servants, as long as my money holds out. These men will examine into the novelty of my invention gratis, when any sort of an examination is worth at least \$10; and they will guarantee to get me a patent or charge me nothing for their services.
The average inventor must employ some attorney, for he is promptly kicked out of the Patent Office, if he applies in person; and as he is seldom able to employ really good counsel, he is almost always sure to fall a victim to this ingenious trick.
The secret of this really able racket is that any fairly posted lawyer, or any ex-thirteenth-assistant examiner, who lost his job when his uncle left Congress, can get a patent with a genuine red tape and green seal attached, on any sort of a gimcrack, whether it is new or old, useful or useless, valuable or worthless.
The real patent lies in one or more formal statements or “claims,” and not in the specification, or drawing. The government requires the former to be novel, in form if not in substance, but sets no such limit to the latter, and it is an easy matter to so draw up a claim that it shall be novel, whether the invention is or not. If the claim be rejected, twist it a little, add some technical phrase that totally destroys its value, but which is pure Greek to the inventor, and it will surely pass.
There are thousands of patents on each of the articles in common use, the plow, pump, car-coupler, telephone, etc., and nine out of ten of them have been forced through by cunning manipulation of the claims. It would require a genius to invent a real improvement on the plow, but any clothopper can contrive a patentable variation of some detail.
These men make no search and make no charge for one, for they well know they can dodge any record there may be; and they take no risk whatever by staking their fee on the result.
As an experiment, I copied an idea that I knew was sheer nonsense, from a patent not five years old, and wrote about it to several of the shysters. Each one “searched the records,” and would undertake to procure me a patent “on receipt of the first Government fee of \$15 and \$5 to pay the cost of a (one dollar) drawing.”
The only defense is to let the advertising patent sellers alone, and to employ as counsel some lawyer who charges a fair price for his services, whether successful or not, and who is not obliged to mutilate the patent to get his pay. If an idea is unpatentable, it is worth a large price to have that disagreeable fact demonstrated, and it is poor economy to buy a cheap patent, and then pay a heavy price to develop its utter worthlessness.

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These men make no search and make no charge for one, for they well know they can dodge any record there may be; and they take no risk whatever by staking their fee on the result.
As an experiment, I copied an idea that I knew was sheer nonsense, from a patent not five years old, and wrote about it to several of the shysters. Each one “searched the records,” and would undertake to procure me a patent “on receipt of the first Government fee of \$15 and \$5 to pay the cost of a (one dollar) drawing.”
The only defense is to let the advertising patent sellers alone, and to employ as counsel some lawyer who charges a fair price for his services, whether successful or not, and who is not obliged to mutilate the patent to get his pay. If an idea is unpatentable, it is worth a large price to have that disagreeable fact demonstrated, and it is poor economy to buy a cheap patent, and then pay a heavy price to develop its utter worthlessness.

and I left the company, hard at work at his desk, writing decoy letters to new victims.
A certain “Patent Exchange” named the sum my patent would fetch for each state right: \$8,000 for Florida, \$15,000 for Alabama, and so on, some \$75,000 in all. The modest sum of \$8, payable in advance, would meet half the cost of flooding the South with my circulars, and the Exchange would be satisfied with its final commission of \$7,500. Merchants and ministers vouch for the concern; but I kept the patent and the \$8.
Another is founded on broader principles. It is made up of thousands of inventors, all working for each other on the “united-stand, divided-we-fall” plan, with a code of by-laws, a general manager, and directors everywhere from Iowa to Hong-Kong. Membership cost is small, and a modest sum will reimburse the general manager for the circulars that are to be sent to all civilized countries.
Very often the concern publishes a periodical, some *Scientific Bamboozler*, Vol. XXVI, No. 763, which I never heard of before, but which, nevertheless, has a circulation which is something immense, and I am furnished with a blank order for advertising my invention.
Others take the shape of engraving and publishing companies who will send me an engraving of my patent drawing for a couple of dollars, and get out my circulars for about half what I know good ones cost. The engraving is sure to be one of these “cheap and nasty” photo engravings, which excel only on the specimen-sheets of their makers, and the circulars would be sure to kill the invention.
About the cheapest dodge is an offer to furnish me with copies of my patent, “printed from the same type as the original,” for about twice the price the Government charges for the same thing, which is itself about twice too much.
One thing I notice particularly, and it speaks volumes. I get no letters from Boston swindlers, although Boston is well represented in the trade. I might call in person, and they much prefer that their patrons should remit by bank draft, or in some such way. If I was a farmer, a thousand miles away, with a potato digger on my brain and a few dollars in my pocket, I should hear from Boston without fail.
Another set of beats, quite as dead, and much more dangerous, but not as transparent as the patent sellers, are some of the “no patent, no pay” class of patent lawyers, and it is astonishing what a host of ex-examiners, eminent lawyers and scientific experts are ready to act as my humble servants, as long as my money holds out. These men will examine into the novelty of my invention gratis, when any sort of an examination is worth at least \$10; and they will guarantee to get me a patent or charge me nothing for their services.
The average inventor must employ some attorney, for he is promptly kicked out of the Patent Office, if he applies in person; and as he is seldom able to employ really good counsel, he is almost always sure to fall a victim to this ingenious trick.
The secret of this really able racket is that any fairly posted lawyer, or any ex-thirteenth-assistant examiner, who lost his job when his uncle left Congress, can get a patent with a genuine red tape and green seal attached, on any sort of a gimcrack, whether it is new or old, useful or useless, valuable or worthless.
The real patent lies in one or more formal statements or “claims,” and not in the specification, or drawing. The government requires the former to be novel, in form if not in substance, but sets no such limit to the latter, and it is an easy matter to so draw up a claim that it shall be novel, whether the invention is or not. If the claim be rejected, twist it a little, add some technical phrase that totally destroys its value, but which is pure Greek to the inventor, and it will surely pass.
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The Michigan Tradesman.

A JOURNAL DEVOTED TO THE
Mercantile and Manufacturing Interests of the State.

E. A. STOWE, Editor.

Terms \$1 a year in advance, postage paid.
Advertising rates made known on application.

WEDNESDAY, MARCH 31, 1886.

Merchants and Manufacturers' Exchange.

Organized at Grand Rapids October 8, 1884.

President—Lester J. Rindge.
Vice-President—Chas. H. Leonard.
Treasurer—Geo. B. Dunton.
Annual Meeting—Second Wednesday evening
of October.
Regular Meetings—Second Wednesday evening
of each month.

Traverse City Business Men's Association.

President, Frank Hamilton; Secretary, C. T. Lockwood; Treasurer, J. T. Beadle.

Business Men's Protective Union of Cheboygan.

President, A. M. Weggate; Vice-President, H. Chambers; Secretary, A. J. Paddock.

Luther Protective Association.

President, W. B. Pool; Vice-President, R. M. Smith; Secretary, Jas. M. Verity; Treasurer, Geo. Osborne.

Ionia Business Men's Protective Association.

President, Wm. E. Kelsey; Vice-President, H. M. Lewis; Secretary, Fred Cutler, Jr.

Ovid Business Men's Association.

President, C. H. Hunter; Secretary, Lester Cooley.

Subscribers and others, when writing to advertisers, will confer a favor on the publisher by mentioning that they saw the advertisement in the columns of this paper.

FAIRNESS IN THE LABOR ISSUES.

In the upheaval of labor interests and the manifestation of their strength when fully organized, there have been some circumstances which have occasioned regret and unfavorable comment, yet, on the whole, the country has contemplated this extraordinary spectacle with wonderful calmness. In nearly every instance, except that of the unfortunate and too precipitate strike on the southwestern railroads, there has been a good feeling between the parties in controversy, and a solution has been amicably reached.

The natural and appropriate suggestion to all at the present moment, must be to cultivate a reasonable temper. The existing disturbances should not imperil any public or private interests, and will not, in all probability, unless the situation is needlessly aggravated. The workingmen who have organized are not unconscious how much they will weaken themselves by taking a wrong position or making an unfair demand, and they will in the main, we believe, restrain themselves from passing over the reasonable limit. It is, therefore, for the other parties concerned in the question that will arise, to meet them with candor, seeking not to gain an unfair advantage, or to triumph by harsh means, but to adjust fairly whatever may be at issue. This is the more demanded of those who claim for themselves intelligence and culture, and who have had the opportunity of fully studying all the conditions of the problem.

In the long run, we do not believe that this country will fail to avoid the rocks and shoals of the great social issues that are presented. It is our happy situation that there are here no such deep-seated grievances or long-maintained wrongs as make the Old World volcanic.

The failure of M. B. Wiseman, the Big Rapids grocer, relieves the retail trade of that town of the worst cutter that ever cursed the place. Although possessed of limited means and meager credit, he persisted in selling goods at cost or less, apparently considering such a course to be an evidence of smartness. The final wind-up shows that it was his creditors' goods he was giving away—not his own—as is usual in such cases.

Kalamazoo grocers are the next to array themselves on the side of progress and organization. Thirty leading representatives of the trade met one evening last week and resolved to proceed to the formation of an association for protective and defensive purposes. Kalamazoo is the twentieth town to wheel into line in this State.

The Gripsack Brigade.

W. G. Cathcart has severed his connection with S. A. Welling.

"By Gee" is recovering so rapidly from his recent illness that he expects to take the road again by May 1.

Gus Sharp and wife gave a progressive enclure party to the former's associates at Cody, Ball & Co.'s last Friday evening.

Dan Beecher succeeds M. C. Goossen at Bulkley, Lemon & Hoops. He will take a portion of the city trade and the suburban towns.

Geo. Shannon, who has represented the Hoptonic Co. at Detroit for several months past, will hereafter travel on the road for the company through Northern Michigan.

Lewis K. Townsend, for several years past with W. B. Tyler & Co., at Richland, has gone on the road for Telfer & Brooks, taking the territory formerly covered by John McIntyre.

C. M. Falls, W. D. Downey, Sam. Hyman, and Dan. A. Cohn write Secretary Caro relative to the kindness of Supt. Metheny in furnishing them a special train from Mackinaw City to Petoskey on the 26th. Owing to the inclement weather prevailing at the time, they crossed the straits too late for the regular train, but Mr. Metheny's act enabled them to spend Sunday at home.

AMONG THE TRADE.

IN THE CITY.

C. E. Kellogg succeeds Kellogg & Lange in the drug business on West Bridge street.

W. O. Lake will engage in the grocery business at Morley, purchasing his stock at this market.

C. Gooderham, grocer at Enslay, has added a line of dry goods. Spring & Company furnished the stock.

Rowe & Hammond have engaged in the grocery business at Petoskey. Arthur Meigs & Co. furnished the stock.

Frank E. Higgins, local representative for Armour & Co., states that the boycott on that house is having no visible effect on its trade in this territory.

AROUND THE STATE.

W. B. Kelly has sold his grocery stock at Muskegon.

H. Netzorg, general dealer at St. Charles, has sold out.

Kurtz & Co., general dealers at Blissfield, have sold out.

Dennis L. Pendell, general dealer at Newberry, is closing out.

E. A. Dennis has moved his drug stock from Armada to Memphis.

E. Root succeeds Root & Aldrich in the grocery business at Allegan.

T. J. Sherman, general dealer at Royalton, is going out of business.

Dr. J. W. Pattison has moved his drug stock from Mecosta to Remus.

A. C. Daniels has moved his drug stock from Weston to Mitchell, Dakota.

D. M. Patrick has bought the drug stock of W. H. Palmer, at Carson City.

H. G. Stevens succeeds Geo. Pilkington & Co. in general trade at Portland.

John Donovan, general dealer at Franklin, has been closed under execution.

C. A. Thompson succeeds Robt. Piper in the boot and shoe business at Fenton.

T. B. Bailey succeeds Bailey & Osborn, in the grocery business at Manchester.

J. E. Cheney & Bro. succeed Ball & Hoyt in the boot and shoe business at Dexter.

Hovey & Critenden succeed A. J. Walters in the boot and shoe business at Weston.

Dr. Clark and W. A. Plant have engaged in the drug business at Upper Big Rapids.

Lightstone Bros. have removed their clothing stock from Vestaburgh to Rodney.

Robert Blair has purchased the grocery stock of J. M. Carr, Agt., at Chippewa Lake.

W. S. Andrus, of the firm of W. S. Andrus & Son, druggists and grocers at Utica, is dead.

Wagner & Wells, general dealers at Eastmanville, will dissolve April 1, Wells continuing.

Augustus W. Huntley succeeds Richards & Huntley in the drug and notion business at Saranac.

Chas. Young has sold his drug stock, at Otsego, to Conrad Bros., or John Conrad, late of Mt. Pleasant.

P. H. Fitzgerald has moved his stock of drugs and groceries from Maple Valley to Coral, and now occupies the store building of John Snow.

W. N. Shepard, of the firm of King & Shepard, who were doing business at Deep River and collapsed last fall, has secured control of the store again and is re-stocking it.

The Nashville correspondent of the *Hastings Banner* writes as follows: W. H. Kleinham, of Pontiac, has bought the D. C. Griffith stock of goods and will run the store hereafter. He brings a clerk with him who is longer than any two yards of goods in the store. We'll match proprietor and clerk for the shortest and longest pair in Barry county.

MANUFACTURING MATTERS.

Petoskey is to have an oatmeal and potato starch factory.

Capt. J. E. White will remove his sawmill from Pentwater to Newberry.

E. Hanley has closed his cigar factory at Mecosta and returned to Coldwater.

W. L. & H. D. Churchill are putting a band saw into one of their mills at Alpena.

Frank Lorenz, cigar manufacturer at Ishpening, has been closed under chattel mortgage.

John S. Bannan, of Langston, proposes to erect a saw and shingle mill, at Tawas City.

B. J. Albers has sold his grist mill at Overisel to J. Hoffman and G. J. Nykerk, Jr.

Maxon & Co.'s new hoop mill at Au Gres has a capacity of 10,000 per day, and starts up with 200,000 feet of elm logs in stock.

A man was lately at Alpena seeking to organize a company for the manufacture of paper pulp out of the refuse of the mills at that point.

A. D. Hensel & Brother have moved their mill from Ewart to Chippewa Lake, where they have 2,000,000 feet of pine, 1,000,000 basswood, 200,000 ash and cherry and 2,000,000 hemlock to saw.

STRAY FACTS.

T. A. Price succeeds Price & Moria in the meat business at Mancelona.

A. Phillips has removed his millinery stock from Bay City to Oscoda.

Wm. Reeves succeeds Reeves & Loose in the lumber business at East Milan.

It is announced that the Calumet & Hecla Mining Co. will raise the wages of their employees on May 1.

M. E. Jones, late of Nassau, N. Y., has bought the H. J. Arnold flour and feed stock at Muskegon.

Chas. S. Williams succeeds Stever Bros. & Williams in the agricultural implement business, at Owosso.

The Alma Knitting Co. has a contract to furnish Ryan Bros., of Detroit, with 1,000 pounds of yarn per week, for one year.

Selkirk & Whitford, the Charlotte jewelers who assigned a few weeks ago, have compromised with their creditors at 33 1/2 per cent.

Creditors of the late Lafountain & Loranger banking firm, at Monroe, have been paid a dividend of two per cent., making thirteen per cent. in all.

F. J. Rossman, who recently engaged in the hardware business at Mecosta, has not found the venture a paying one, and is consequently shipping the stock back to Stanton.

Miscellaneous Dairy Notes.

The Peerless Creamery Co., at Romeo, will begin operations May 1, having arranged for the cream from 600 cows. The factory has a daily capacity of 1,500 pounds of butter. S. A. Reade is president of the company, J. F. Pratt, vice president, C. M. Tackels, treasurer, and S. O. Giddings, manager.

The annual meeting of the patrons of L. B. Smith's cheese factory, at Wayland, was held April 27. Allen Abbott was chosen to act as chairman and C. C. Williams officiated as secretary. The officers of the previous year were all re-elected, as follows: Secretary, J. W. Humphrey; Treasurer, Perry Dodge; Salesman, E. P. Hersey. C. C. Williams will continue to act as maker. The prospects for the coming season are regarded as very favorable.

W. A. Hearty writes as follows relative to the new creamery at Wahjamega: "A creamery is in process of erection at this place, with the intention of making it a stock company. It has been proposed to name it the Cloverdale Creamery, if it should so happen as to not conflict with any other already projected in the State. Ours has been a wheat-growing section mainly, but the prices ruling of late, with partial failures of the crop, inclines the average farmer to favor a change of programme, which we confidentially expect will become popular, as developed."

Goss & Purdy write as follows relative to their new creamery at Morrice: "We notice by your list of creameries in the State that you omit ours at Morrice, named the 'Rose Leaf.' We have our building nearly completed, size 26x60 feet, and are purchasing our machinery of D. H. Roe & Co., using the Wilhelm setting can, which we like very much so far. We expect to be ready to operate April 15. We are glad to note the interest taken in the dairy products of the State. As those who have handled the farmers' butter as it runs for the past twenty years, we would like to add our testimony with others that we need a reform in this direction, and we think the time is not far distant when the butter of the State will be made by the creameries, or the farmers will be compelled to make a better article. We are in need of a good, No. 1 butter maker and would be thankful for the list you speak of that you will send out. Would state that our creamery is not of stock company birth, but composed of private individuals."

Purely Personal.

Oliver G. Brooks, of the firm of Telfer & Brooks, is in Detroit, visiting his family.

Les. Freeman is more or less happy over the advent of a nine and one-half pound girl.

O. W. Blain has gone to Memphis and New Orleans, and will be absent about ten days.

Gaius W. Perkins has returned from his Eastern trip. He left Mrs. Perkins at Philadelphia.

H. D. Cushman, of Three Rivers, jobber of essential oils and inventor and manufacturer of the Cushman Menthol Inhaler, was in town Saturday. He reports the sale of his Inhaler as considerably in advance of his manufacturing capacity.

Albert Retan, formerly of Grand Rapids, but now engaged in general trade at Pevamo, was a member of the negro minstrel troop which recently gave an alleged entertainment at Pevamo, and was subsequently ridden out of town with rail accompaniment at Muir. Mr. Retan asserts with seeming sincerity that he is through with the show business.

Furniture Facts.

L. A. Pferdestaller, furniture dealer at Mt. Pleasant, has sold out.

The St. Louis Board of Trade has drawn a check for \$500 to further the interests of the Taylor & Lake Table Co.

The Coldwater Manufacturing Co. has been organized at Coldwater for the purpose of engaging in the manufacture of chairs.

C. E. Judson, of the firm of Robert Hamilton, tobacco manufacturers at Covington, Ky., and W. N. Ford, Michigan representative for the same house, were in town several days last week, introducing "Trade Union" and "Labor Union" plugs.

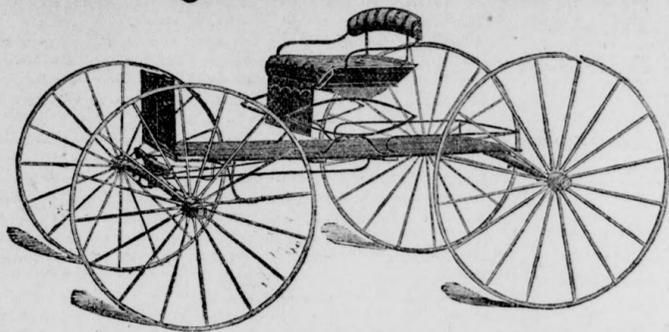
Oliver & Co.'s new furniture factory, at Allegan, will be 30x80 feet in dimensions, and three stories high. The building will be ready for occupancy in June, at which time the Messrs. Oliver & Co. will put in machinery suitable for the manufacture of chairs and extension tables.

Hides, Pelts and Furs.

Hides are flat. Pelts are dull. Furs are lower and dull. Wool is dull and lower. Tallow is weak.

Olney, Shields & Co. have just received 1,161 packages of tobacco from one factory, which they claim is the largest single shipment ever made to this market.

W. J. QUAN & CO.'S



BUCKBOARD WAGON!

RETAIL PRICE, \$80,

With 750 Dorothy Cigars at \$60 per 1,000,
And 750 Pansy Blossom Cigars at \$35 per 1,000,
Making 1,500 Cigars in all.

We will give free a New Style Buckboard Wagon like above cut. The Wagon is made of the very best material, with improved springs; handsomely trimmed and varnished. You get this wagon for a limited time only, with \$71.25 worth of Cigars.

W. J. QUAN & CO.

CHICAGO, ILL.

Terms 4 months or 4 per cent. discount for Cash in ten days.

GRAND RAPIDS GRAIN AND SEED CO.

SEED MERCHANTS,

Office and Warehouse: 71 CANAL ST.
GRAND RAPIDS, MICH., March 30, 1886.

DEAR SIRS—Below we hand you jobbing prices for to-day:

Clover, Extra re-cleaned.....	60 lb bu	7 00
" Choice.....	" "	6 75
" Prime.....	" "	6 50
" No. 2.....	" "	6 25
Mammoth Prime.....	20c 7 1/2	7 00
" White.....	" "	6 00
" Alsike.....	" "	6 00
" Alfalfa or Lucerne.....	20c "	6 00
Timothy, Prime.....	45 lb bu	2 00
" Fair to Good.....	" "	2 00
Red Top.....	14 lb bu	1 00
Blue Grass.....	" "	2 50
Orchard Grass.....	" "	2 50
Hungarian.....	48 lb bu	90
Millet, common.....	" "	90
" German.....	" "	1 00
Buckwheat.....	60 lb bu	1 25
Pops, White Field.....	" "	1 25
Rye, Winter.....	56 lb bu	75
" Spring.....	" "	1 00
Wheat, Spring.....	60 lb bu	1 25
Barley.....	32 cwt	1 75
Oats, choice white.....	32 lb bu	50

Prices on Rape, Canary and all other seeds on application.

The above prices are free on board cars in lots of five or more bags at a time. Cartage on smaller quantities.

We carry the largest line of Garden Seeds in Bulk of any house in the State west of Detroit, and would be pleased at any time to quote you prices.

All Field Seeds are spot Cash on receipt of goods.

W. T. LAMOREAUX, Agt.



FRED. D. YALE, DANIEL LYNCH.

FRED. D. YALE & CO.

SUCCESSORS TO CHAS. S. YALE & BRO.,

WHOLESALE MANUFACTURERS OF

Baking Powders, Extracts, Blittings,

AND JOBBERS OF

GROCERS' SUNDRIES.

All orders addressed to the new firm will receive prompt attention.

40 and 42 South Division St.,

GRAND RAPIDS, MICH.



POTATOES.

We make the handling of POTATOES, APPLES and BEANS in car lots a special feature of our business. If you have any of these goods to ship, or anything in the produce line, let us hear from you, and will keep you posted on market price and prospects. Liberal cash advances made on car lots when desired.

Agents for Walker's Patent Butter Worker.

EARL BROS., Commission Merchants.

157 S. Water St., Chicago, Ill.

Reference: FIRST NATIONAL BANK.

AMOS S. MUSSELMAN & CO.

Successors to Fox, Musselman & Loveridge,

Wholesale Grocers.

AGENTS FOR

MUSSELMAN'S CORKER PLUG AND RUM CIGARS.

The best and most attractive goods on the market.

SEND FOR SAMPLE BUTT. SEE QUOTATIONS IN PRICE-LIST.

A TICKET TO THE DRAWING

—OF THE—

GRAND OPERA HOUSE

WITH EVERY
400 CIGARS



WITH EVERY
400 CIGARS

TELFER & BROOKS,

Sole Agents,

46 Ottawa St., Grand Rapids, Mich.

Drugs & Medicines

STATE BOARD OF PHARMACY.
 Two Years—F. H. J. VanEmster, Bay City.
 Three Years—Jacob Jesson, Muskegon.
 Four Years—James Verner, Detroit.
 Five Years—Otmar Eberbach, Ann Arbor.
 Six Years—Geo. McDonald, Kalamazoo.
 President—Otmar Eberbach.
 Secretary—Jacob Jesson.
 Treasurer—Jas. Verner.

Michigan State Pharmaceutical Association.
OFFICERS.
 President—H. J. Brown, Ann Arbor.
 First Vice-President—Frank J. Wurzburg, Grand Rapids.
 Second Vice-President—A. B. Stevens, Detroit.
 Third Vice-President—Frank Inglis, Detroit.
 Secretary—S. E. Parkell, Owosso.
 Treasurer—Wm. Dupont, Detroit.
 Executive Committee—Jacob Jesson, Geo. Gundrum, Frank Wells, F. W. R. Perry and John E. Peck.
 Local Secretary—Will L. White, Grand Rapids.
 Next place of meeting—At Grand Rapids, Tuesday, October 12, 1886.

Grand Rapids Pharmaceutical Society.
 ORGANIZED OCTOBER 9, 1884.

OFFICERS.
 President—Frank J. Wurzburg.
 Vice-President—Wm. L. White.
 Secretary—Frank H. Escoff.
 Treasurer—Henry B. Fairchild.
 Board of Censors—President, Vice-President and Secretary.
 Board of Trustees—The President, Wm. H. Van Leeuwen, Isaac Watts, Wm. E. White, Wm. L. White.
 Committee on Pharmacy—M. B. Kimm, H. E. Locher and Wm. E. White.
 Committee on Trade Matters—John E. Peck, H. B. Fairchild and Wm. H. Van Leeuwen.
 Committee on Legislation—Jas. D. Lacey, Isaac Watts and A. C. Bauer.
 Regular Meetings—First Thursday evening in each month.
 Annual Meetings—First Thursday evening in November.
 Next Meeting—Thursday evening, April 1, at "The Tradesman" office.

Detroit Pharmaceutical Society.
 Organized October, 1883.

OFFICERS.
 President—Wm. Dupont.
 First Vice-President—Frank Inglis.
 Second Vice-President—J. W. Caldwell.
 Secretary and Treasurer—F. W. R. Perry.
 Assistant Secretary and Treasurer—A. B. Saltzer.
 Annual Meeting—First Wednesday in June.
 Regular Meetings—First Wednesday in each month.

Jackson County Pharmaceutical Association.
OFFICERS.
 President—R. F. Latimer.
 Vice-President—C. D. Colwell.
 Secretary—E. A. King.
 Treasurer—Chas. E. Humphrey.
 Board of Censors—Z. W. Waldron, C. E. Foot and C. H. Haskins.
 Annual Meeting—First Thursday in November.
 Regular Meetings—First Thursday of each month.

Saginaw County Pharmaceutical Society.
TEMPORARY OFFICERS.
 Chairman—Henry Melchers.
 Secretary—D. E. Prall.

Muskegon Drug Clerks' Association.
OFFICERS.
 President—John K. Meyers.
 Secretary and Treasurer—O. A. Lloyd.
 Regular Meetings—Second and fourth Wednesday of each month.
 Next Meeting—Wednesday evening, April 14.

IN THE SPRING.

In the Spring the poets' fancy
 Toward THE TRADESMAN gently turns;
 In the Spring the weary editor
 Stale Moss, sadly spurns.
 In the Spring from all the alleys
 Pours the winter's vile debris;
 In the Spring the sportive drummer
 Dreams of coming jamboree.
 In the Spring the brussels carpet
 Falteth, falteth in its price;
 In the Spring the careful housewife
 Saith her old one is not nice.
 In the Spring the credit merchant
 O'er his books swears dreadful oaths;
 In the Spring the country grocer
 Fires the perfumed egg out doors.
 In the Spring the wily tradesmen
 Tell many gilt-edge tales;
 In the Spring their brightening faces
 Tell of increased "spot cash" sales.
 In the Spring the organ grinder
 Brushes up his last year's tunes;
 In the Spring the clothier ditto
 His last year's pantaloons.
 In the Spring the bank clerk dreameth
 Over country maids and farms
 In the Spring—but that's sufficient
 To tell gentle spring time's charms.
 ADA L. JOHNSON.
 Lakeside, Mich., March 24, 1886.

Muskegon Drug Clerks' Association.
 MUSKEGON, March 28, 1886.

Editor Michigan Tradesman:
 DEAR SIR—The regular semi-monthly meeting of the M. D. C. A. was held on the 26th. All the members were present, except four. The paper on "Aconite," by Mr. Terry, and the paper on "Mercury," by Mr. Lloyd, were read and discussed. It was decided to have the paper on "Mercury" read again at the next meeting. On account of its official preparations being so numerous, more time was needed in discussing them. As an amendment to Art. V. of the Constitution, the dates of the meetings were changed to the second and fourth Wednesdays of each month instead of the second and fourth Fridays of each month, as heretofore. The next meeting will be held April 14.
 O. A. LLOYD, Sec'y.

Peppermint Prospects.
 H. D. Cushman, of Three Rivers, who handles peppermint oil very extensively, states that the prospects for this year's crop are by no means flattering, as the roots in many localities have been killed by freezing. He says it is yet too early to definitely determine the extent of the damage from this cause, but every indication points to a considerably decreased yield, as compared with 1885.

The Drug Market.
 Business is excellent and collections are fully up to expectation. With the exception of a slight decline in turpentine, the market is steady and without incident.

RANDOM REFLECTIONS.

For downright foolishness, I commend the short-sighted policy now being pursued by the paint and oil dealers of this city. The corrodors have agreed on a system of prices and discounts, whereby they agree to sell lead at a uniform price of seven cents per pound, and instruct the retailer to sell it at not less than seven and one-half cents in less than 500 pound lots. To those dealers who purchase considerable quantities, a system of rebates has been devised, which is made conditional on the dealer selling lead at the prices established by the corrodors. Considering the small margin involved, the natural supposition would be that every dealer would take advantage of the prices named by the manufacturers, in order to secure decent profits and the rebates. To the contrary, however, every merchant in town is selling lead at an even seven cents, no matter how small the quantity sold. An effort was recently made to put the business on a paying basis by circulating a paper for the signature of those who would promise to live up to their agreement with the corrodors. This paper received the hearty approval and the signature of every lead dealer in the city, with one exception, and that bull-headed individual consequently put an end to all hope of legitimate profits for the coming season.

I shall watch the outcome of the boycott on Armour & Co. with a great deal of interest, as I consider it one of the most unjust of the many unjust boycotts the Knights of Labor have engaged in. Briefly stated, Armour & Co. are under contract to take a certain number of boxes daily from Maxwell Bros., the contract not expiring until next fall. The box manufacturers having come under the ban of the Knights of Labor, the latter demanded that Armour & Co. cease taking boxes from Maxwell Bros., thus breaking their contract and rendering themselves liable to damages for non-fulfillment of same. Mr. Armour's reply to this demand was that he never had yet broken a contract and never proposed to. The Knights, in making the demand, place themselves in a peculiar position—one which is not likely to bring them friends.

Speaking of boycotting and the almost innumerable boycotts now in force, suggests the idea that it will soon be necessary for each Knight of Labor to carry a ledger under his arm, with the list of boycotted firms arranged in alphabetical order. This will enable him to refer to his list whenever he has occasion to purchase anything, thus avoiding the terrible consequences following the purchase of an article produced by non-union labor. And if the boycotts increase in number during the next month as fast as they have the past thirty days, it will be necessary for every Knight to hire a clerk to keep his list up with the times. It might be a hardship for a \$1 a day man to hire a \$2 a day clerk, but such a course would be no more unreasonable than many of the demands now made by the Knights.

Novel Business-Social Organization at Muskegon.
 MUSKEGON, March 29.

Editor Michigan Tradesman:
 DEAR SIR—Feeling it our duty to keep you posted with all matters relating to trade, we would respectfully submit to you the following minutes of a new society recently organized here in Muskegon and vicinity. The society is called the U. T. T. P. Association, and its workings, of which you shall be kept-informed, will explain the meaning of this cognomen. It is composed of gentlemen and their families who are engaged in trade, also book-keepers and ex-book-keepers. The first meeting for organization took place at the residence of D. B. Squibb last Tuesday evening. After the meeting was called to order, which is done by means of the tea bell, the following officers were elected: D. B. Squibb, President; Miss J. Squibb, Vice-President; Mrs. S. E. Johnson, Secretary; Mrs. L. R. Cooper, Treasurer; Mrs. D. B. Squibb, H. Cooper and S. E. Johnson were made honorary members. The question under consideration for the evening was: "Is Steve Sears the handsomest traveling man on the road?" The question was decided by the ladies in the affirmative. The next meeting will take place at S. E. Johnson's residence at Lakeside. The editor of THE TRADESMAN and the editors of all other trade papers are cordially invited to attend.
 Mrs. S. E. JOHNSON, Secretary.

Better Let Such Men Alone.
 CADILLAC, March 17, 1886.

Editor Michigan Tradesman:
 DEAR SIR—Will you please tell me through your valuable paper, THE TRADESMAN, of the whereabouts of the American Creditor's Association? Is it defunct or does the manager get all the news for collection he can and make no returns? I would like to hear from Mr. Marshall about \$300 worth of paper entrusted to his care.
 Respectfully,
 DR. JOHN LEESON.

Immediately on receipt of the above enquiry, THE TRADESMAN dispatched a note to M. S. Marshall, asking him to call at the office and explain himself on the point at issue; but, for some reason, he has failed to avail himself of the opportunity so extended. Inasmuch as the gentleman failed in business a short time ago, swindling his creditors most outrageously, THE TRADESMAN would advise merchants to place their collections in other hands. If he is base enough to beat his creditors he might treat his clients in the same way.

Tamarack is coming into use to some extent in Ontario for dimensions. It sells for about the same price as spruce.

It Altered the Case.

Minister (to deacon of the church)—I want to refer to a matter, dear deacon, that has been preying on my mind for some time. I am sure you will overlook any apparent meddling in your affairs, knowing that I only speak for your own good.

Deacon (cordially)—Certainly, my dear Sir, speak your mind freely.

Minister—I understand you have been speculating a good deal of late. Now, aside from the danger of such a business and the consequent misery it may entail upon your family, do you consider it just the proper thing for a deacon of the—

Deacon—Yes. I admit that I have speculated some. I cleared \$5,000 only yesterday on a wheat transaction.

Minister (astounded)—No, is that so? What's wheat worth to-day?

The new bank building at Bad Axe is to be of cut stone.

Charlevoix and Manistee are to have a propeller line during the coming season.

A. B. Wood, city salesman for the Voigt Milling Co., is the latest crank who thinks he can construct a perpetual motion.

Michigan Drug Exchange.

Mills & Goodman, Props.
 GRAND RAPIDS, MICH.

WANTED—Thoroughly competent drug clerk. Must speak German and if possible French.

WANTED—Situations by registered pharmacists and assistants. Also situation by young man of some experience but not registered. Will work for very small salary. Can furnish good references.

FOR SALE—Stock of about \$2,000 in central part of State on railroad can be bought at great discount and on easy terms.

STOCK OF \$3,500 on L. S. & M. S. R. R. for sale on easy terms. Doing best business of the place.

STOCK OF \$1,500 on C. & W. M. R. R. doing fine paying business.

STOCK OF ABOUT \$1,000 on D. G. H. & M. R. R. Will sell for cash only.

STOCK OF \$1,500 in southern part of State. No other drug store in town.

FINE STOCK OF \$3,500 on two R. R.'s in northern part of State, in town of 2,000 inhabitants. Doing the best business of the place.

STOCK OF \$1,000 in town of 3,000 inhabitants on two railroads in central part of State. Must be sold on account of other business.

STOCK OF \$1,500 in Northern lumbering town. Doing the best business of the place.

ALSO many other stocks, the particulars of which we will furnish free on application.

PIONEER PREPARED PAINTS.

Order your stock now. Having just received a large stock of the above celebrated brand MIXED PAINTS, we are prepared to fill all orders. We give the following

Guarantee:
 When our Pioneer Prepared Paint is put on any building, and if within three years it should crack or peel off, and thus fail to give the full satisfaction guaranteed, we agree to repaint the building at our expense, with the best White Lead or such other paint as the owner may select.

Hazeltine & Perkins Drug Co.
 GRAND RAPIDS, MICH.

Cushman's MENTHOL INHALER

A superior Remedy for the immediate relief of Neuralgia, Headache, Croup, Hay Fever, Asthma, Bronchitis, Sore Throat, Earache, Toothache, and all diseases of the throat and lungs.

The neatest and most efficient way of using menthol.

Try Them. They Sell Readily.

For Sale by Hazeltine & Perkins Drug Co., G'd Rapids, Farrant, Williams & Co., Jas. E. Davis & Co., John J. Dods & Co., Lemongrass, and The Hinchman & Co., Detroit, Mich.

Ask their traveler to show you one the next time he calls.

ALLEN'S

TRY 25¢ BOTTLE FOR COUGHS TRY 25¢ BOTTLE FOR CROUP

THE BEST REMEDY FOR CURING

LUNG BALSAM

Prices, 25c, 50c and \$1 per bottle; \$1.75, \$3.50, \$7 per doz.

A JUSTLY CELEBRATED REMEDY.

Perry Davis' Pain Killer!

TAKEN INTERNALLY relieves the most acute Pains instantly, affording relief and comfort to the patient suffering from Pains and Cramps in the Stomach, Rheumatic or Neuralgic Pains in any part of the system, and in Bowel Complaints. It is a sovereign remedy, USED EXTERNALLY it is equally efficacious, and as a Liniment, nothing gives quicker ease in Burns, Cuts, Bruises, Sprains, Stings from Insects, and Scalds.

Directions accompany each bottle.

Price, 25c, 50c and \$1 per bottle.

Sold by all druggists. Trade supplied by HAZELTINE & PERKINS DRUG CO.

WHOLESALE PRICE CURRENT.

Advanced—Nothing.			
Dehler—Turpentine.			
ACIDS.			
Acetic, No. 8.	9	10	
Acetic, C. P. (Sp. grav. 1.040).	30	35	
Carbolic.	34	36	
Citric.	85	90	
Muriatic 38 deg.	3	5	
Nitric 36 deg.	11	12	
Oxalic.	10	12	
Sulphuric 66 deg.	3	4	
Tartaric powdered.	32	35	
Benzoic, English.	1	12	
Benzoic, German.	12	15	
Tannic.	12	15	
AMMONIA.			
Carbonate.	14	16	
Muriate (Pow'd 25c).	3	5	
Aqua 16 deg or 31c.	4	6	
Aqua 18 deg or 42c.	4	6	
BALSAMS.			
Copaiba.	40	45	
Pir.	40	45	
Peru.	1	75	
Tolu.	45	50	
BARKS.			
Cassia, in mats (Pow'd 20c).	11	11	
Cinchona, yellow.	18	18	
Elm, select.	13	13	
Elm, ground, pure.	14	14	
Elm, powdered (pure).	15	15	
Sassa, of root.	15	15	
Wild Cherry, select.	12	12	
Bayberry powdered.	20	20	
Hemlock powdered.	18	18	
Rain, Gilead Buds.	30	30	
Soap ground.	12	12	
BERRIES.			
Cubeb prime (Pow'd 95c).	6	7	
Juniper.	6	7	
Prickly Ash.	50	60	
EXTRACTS.			
Licorice (10 and 25 lb boxes, 25c).	27	27	
Licorice, powdered, pure.	37	37	
Logwood, bulk (12 and 25 lb boxes).	9	9	
Logwood, 1s (25 lb boxes).	13	13	
Logwood, 1/2s do.	13	13	
Logwood, 1/4s do.	13	13	
Logwood, ass'd do.	14	14	
Fluid Extracts—25% cent. off list.			
FLOWERS.			
Arnica.	15	13	
Chamomile, Roman.	25	25	
Chamomile, German.	25	25	
GUMS.			
Aloes, Barbadoes.	60	75	
Aloes, Cape (Pow'd 20c).	12	12	
Aloes, Socotrine (Pow'd 60c).	28	30	
Ammoniac.	90	90	
Arabic, sifted.	90	90	
Arabic, 1st picked.	90	90	
Arabic, 2d picked.	80	80	
Arabic, 3d picked.	55	55	
Benzoic, sifted.	20	20	
Assafentida, prime (Pow'd 35c).	55	60	
Benzoin.	25	25	
Camphor.	25	25	
Catechu, 1s (36 lbs).	13	13	
Euphorbium powdered.	35	40	
Galbanum strained.	80	85	
Gamboge.	30	30	
Guaiacum (Pow'd 40c).	20	20	
Kino (Powdered, 30c).	1	25	
Mastic.	1	25	
Myrrh, Turkish (Powdered 47c).	3	30	
Optium, pure (Pow'd \$4.00).	3	30	
Sassa, Campbell's.	2	30	
Shellac, English.	26	26	
Shellac, native.	26	26	
Shellac bleached.	30	30	
Tragacanth.	30	30	
HERBS—IN OUNCE PACKAGES.			
Hoarhound.	25	25	
Lobelia.	25	25	
Rue.	40	40	
Spearmint.	24	24	
Sweet Majoram.	25	25	
Thyme.	30	30	
Wormwood.	35	35	
IRON.			
Citrate and Quinine.	4	00	
Solution mur. for tinctures.	7	00	
Sulphate, pure crystal.	20	00	
Citrate.	65	00	
Phosphate.	65	00	
LEAVES.			
Buchu, short (Pow'd 35c).	13	14	
Mastic, Iran, bulk (3s & 1/2s).	33	35	
Senna, Alex. natural.	33	35	
Senna, Alex. sifted and garbled.	30	30	
Senna, powdered.	25	25	
Senna tincture.	10	10	
Uva Ursi.	10	10	
Belladonna.	35	35	
Foxglove.	30	30	
Hamamelis.	25	25	
Rose, red.	2	25	
LIQUORS.			
W. D. & Co.'s Sour Mash Whisky.	2	00	
Druggists' Favorite Rye.	1	75	
Whisky, other brands.	1	00	
Gin, Old Tom.	2	00	
Brandy.	1	75	
Catawba Wines.	1	25	
Port Wines.	1	35	
LIQUORS.			
Carbonate, Pattison's, 2 oz.	22	22	
Carbonate, Jennings', 2 oz.	27	27	
Citrate, H. P. & Co.'s solution.	2	25	
Calcined.	65	65	
OILS.			
Almond, sweet.	45	50	
Amber, rectified.	45	50	
Anise.	2	00	
Bay 7/8 oz.	3	25	
Castor.	17	19	
Croton.	1	75	
Caleput.	75	75	
Castor, commercial (Pure 75c).	35	35	
Citronella.	1	25	
Cloves.	1	25	
Cod Liver, best.	1	50	
Cod Liver, H. P. & Co.'s, 10.	6	50	
Cubeb, P. & W.	8	00	
Erigeron.	2	00	
Geranium, 7/8 oz.	2	00	
Hemlock, commercial (Pure 75c).	35	35	
Juniper wood.	2	00	
Lavender flowers, French.	2	01	
Lavender garden do.	1	00	
Lavender spike do.	3	00	
Lemon, new crop.	3	00	
Lemon, Sanderson's.	3	00	
Leonograss.	80	80	
Olive, Malaga.	2	75	
Olive, Sublime Italian.	2	75	
Origanum, red flowers, French.	1	25	
Origanum, No. 1.	1	00	
Pennyroyal.	1	30	
Sandal, new crop.	1	25	
Sandal Wood, W. I.	7	00	

The Michigan Tradesman.

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E. A. STOWE & BRO., Proprietors.

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WEDNESDAY, MARCH 31, 1886.

The Funny Clerk.

From the Grocer and Marketman.

The good natured, jovial and humorous clerk is always the one who has about all he can do to wait on his customers; we call them his, because they would rather waste a half-hour waiting for him, than have anyone else serve them, not even excepting the boss himself. Yes! and we have seen customers wait an hour and occasionally longer, to have their favorite clerk put up the goods, so they could have the pleasure of listening to his good natured rattle of witty small talk, while they, the customer, were being served.

But this clerk or salesman is by no means the "Funny Clerk" we refer to in the heading of this article. The funny clerk is quite another individual, and between him and a dead stock of stale goods we would prefer to get rid of the funny clerk first. The funny clerk is the new one in a store, he is always a new clerk and when there is nothing special doing, you will find him sitting on a barrel with the other boys gathered around him, and you may find the boss listening with the rest, the first week or so, to our funny clerks, "Did you ever hear about?" "That puts me in mind of—" "But the worst I ever." "Have you heard the latest?" etc., etc.

For a while he is quite a lion around the store, the customers laugh, the proprietor smiles, and the other boys retail some of his less objectionable sayings among lady customers—all goes well enough until our funny clerk finds his budget of old and revamped yarns, jokes, and what-nots or *bon-mots*, or whatever you may call them, has been worked over and off till the ominous and dread word, "chestnut" strikes his ear. Now begins the serious fun for the proprietor. The funny clerk has a reputation to support, and support it he will, if he has to starve it to death in the effort—he succeeds in the latter usually.

Among a few of the funny things that our funny clerk now begins to get off, is changing the spice caddies on the shelf, the flour and meal barrels, putting a pound weight under the scoop, laying a few bits of pale soap on the cheese stand, holding a scoop of salt to a customer who always tries a lump when asking to see your A sugar, wets the crease in a paper bag just before another clerk picks it up to pour granulated sugar in it for a customer—the granulated is in and out just as quick.

Then he has a few pet questions to ask the customer: "What kind of Japan tea will you have, green or black? Shall I grind it for you? Matches, yes-mam; what kind, blue head or red head or do you want them for a striking team? Corn, yes sir, what kind? green, canned or corn beef? mustard, yes or how will you have it hot or cold? Syrup; yes indeed, Johnny, how will you take it in a bag or tied with a string?" But enough of this, which might do if not carried so far as to jump the "dock off."

But our funny clerk has a funny habit of calling to another clerk, "Say!" just as a customer, who is going out and who invariably turns around to hear the funny clerk add, "George, where is the four pound sugar scoop?" The boys laugh, and the customer knows all about it and may never return. He, our funny clerk, has nailed a counterfeit dollar down at the foot of the counter, just where the saw dust will partly cover it, about nine out of ten customers stoop to pick it up and rise to find a smile on the clerk's countenance. The customer feels pleased, of course, so much so, that unless she runs a book, you may never see her again.

But to a finish. The worst and most common transgression of funny clerks—is their habit of guffing and giggling among themselves in the presence of customers. It may be innocent enough and aimed at or intended for each other, but the customer not knowing may think he is the butt of the joke.

Take the question home, did you ever notice how small and mean you felt, when you walked into a store or a room, and the clerks or the company set up a giggle or a laugh? And have you noticed that after an explanation was given that you did not feel quite sure, but what the laugh was on you? In the store a strange customer won't ask, and don't get an explanation.

Guffing, irrelative or ambiguous conversation or actions on the part of proprietor, clerks or salesmen in or around a store are not only injurious to trade, but worse, it is ill-mannered; and the stock-in-trade of a blackguard, who will pose before his associates as the funny clerk.

Favorable Conditions.

Customer (to bartender)—That's mighty poor whisky.
Bartender—You said yesterday it was mighty good whisky.

Customer—Yesterday was Sunday, and I had to work the back door racket to get it. Any whisky is good under such circumstances.

The erection of a barrel factory is under contemplation at Salt River, Isabella county.

JENNINGS' Flavoring Extracts!

MANUFACTURED BY
JENNINGS & SMITH,
Props. Arctic Manufacturing Co.,
GRAND RAPIDS, MICH.

PUTNAM & BROOKS
Wholesale Manufacturers of
PURE CANDY!
ORANGES, LEMONS,
BANANAS, FIGS, DATES,
Nuts, Etc.



Every can wrapped in colored tissue paper with signature and stamp on each can.

P. STEKETEE & SONS,

JOBBER IN
DRY GOODS,
88 Monroe St.,
AND 10, 12, 14, 16 AND 18 FOUNTAIN STREET,
GRAND RAPIDS, MICH.

Peerless Carpet Warps and Geese Feathers a Specialty.

F. J. DETTENTHALER,

JOBBER OF
OYSTERS & FISH,
BUTTER AND EGGS,
CONSIGNMENTS SOLICITED,
117 MONROE ST., - GRAND RAPIDS, MICH.

BULKLEY, LEMON & HOOPS,

Importers and
Wholesale Grocers.

Sole Agents for
Daniel Scotten & Co.'s "HIAWATHA"
Plug Tobacco.
Lautz. Bros. & Co.'s SOAPS.
Niagara STARCH.
Dwinell, Howard & Co.'s Royal Mocha and Java.
Royal Java.
Golden Santos.
Thompson & Taylor Spice Co.'s "Magnolia" Package Coffee.

SOLE PROPRIETORS
"JOLLY TIME" Fine Cut,
Dark and sweet, with plug flavor, the best goods on the market.

In addition to a full line of staple groceries, we are the only house in Michigan which carries a complete assortment of fancy groceries and table delicacies.
Mail orders are especially solicited, which invariably secure the lowest prices and prompt shipment. Satisfaction guaranteed.

25, 27 and 29 Ionia St. and 51, 53, 55, 57 and 59 Island Sts.,
Grand Rapids, Mich.

The Peninsular

HAND
Button Attaching Machine

Peninsular Novelty Co.'s
New Hand Button Setting Instrument.

The race can be detached. 3 go with each instrument.
Save one-half the cost of fasteners by using the Peninsular.

For Sale by
G. R. Mayhew, Grand Rapids, Mich.

THE PENINSULAR.
17 Years' Lease, \$2.00.
FASTENERS,
Per great gross, \$1.00.

PATENTED FEB. 12, 1884.
FEB. 24, 1885.

CURTISS, DUNTON & CO.,

WHOLESALE
PAPER, WOODENWARE,
TWINES, CORDAGE, ETC.
Superior and 1-2 and 1-2 Binders' Twine and Wool Twine.
LYON ST., GRAND RAPIDS, MICH.

WM. SEARS & CO.

Cracker Manufacturers,

Agents for
AMBOY CHEESE.
37, 39 & 41 Kent Street, Grand Rapids, Michigan.

JOHN CAULFIELD,

WHOLESALE GROCER,

Grand Rapids, Mich.

B. LEIDERSDORF & CO.,

MILWAUKEE, WIS.,
MANUFACTURERS OF THE CELEBRATED
UNCLE SAM, ROB ROY, MINERS AND PUD-
DLERS, RAILROAD BOY AND HURRAH
SMOKING; COMMANDER AND
HAIR LIFTER CHEWING
TOBACCOS.
Headquarters for above named brands at
JOHN CAULFIELD, WHOLESALE GROCER

Are You Going to Shelve a Store, Pantry or Closet?

If so, send for prices and further information.

Eggleston & Patton's
PATENT
Adjustable Ratchet Bar
AND
Bracket Shelving Irons
Creates a NEW ERA
in STORE FURNISH-
ING. It entirely su-
persedes the old
style wherever in-
troduced.

Satisfaction Guaranteed

IRON'S
READY TO PUT ON THE WALL

Innocent had from your local Hardware Dealer, send your orders direct to

Torrance & Co., Troy, N. Y.

STEAM LAUNDRY

43 and 45 Kent Street.
STANLEY N. ALLEN, Proprietor.
WE DO ONLY FIRST-CLASS WORK AND USE NO CHEMICALS.
Orders by Mail and Express promptly attended to.

TIME TABLES.

Lake Shore & Michigan Southern.
(KALAMAZOO DIVISION.)

Leave.	Arrive.	Leave.	Arrive.
Ex. and N. Y.	N. Y.	N. Y.	N. Y.
Mail.	Mail.	Ex.	Ex.
4:40 p. m.	7:50 a. m.	8:30 p. m.	11:55 a. m.
5:58 p. m.	9:07 a. m.	9:50 p. m.	12:45 p. m.
6:55 p. m.	10:05 a. m.	10:40 p. m.	1:35 p. m.
7:50 p. m.	11:40 a. m.	11:30 p. m.	2:30 p. m.
8:45 p. m.	12:30 p. m.	12:20 p. m.	3:20 p. m.
9:40 p. m.	1:20 p. m.	1:10 p. m.	4:10 p. m.
10:35 p. m.	2:10 p. m.	2:00 p. m.	5:00 p. m.
11:30 p. m.	3:00 p. m.	2:50 p. m.	5:50 p. m.
12:20 a. m.	3:50 p. m.	3:40 p. m.	6:40 p. m.
1:15 a. m.	4:40 p. m.	4:30 p. m.	7:30 p. m.
2:10 a. m.	5:30 p. m.	5:20 p. m.	8:20 p. m.
3:05 a. m.	6:20 p. m.	6:10 p. m.	9:10 p. m.
4:00 a. m.	7:10 p. m.	7:00 p. m.	10:00 p. m.
4:55 a. m.	8:00 p. m.	7:50 p. m.	10:50 p. m.
5:50 a. m.	8:50 p. m.	8:40 p. m.	11:40 p. m.
6:45 a. m.	9:40 p. m.	9:30 p. m.	12:30 p. m.
7:40 a. m.	10:30 p. m.	10:20 p. m.	1:20 a. m.
8:35 a. m.	11:20 p. m.	11:10 p. m.	2:10 a. m.
9:30 a. m.	12:10 a. m.	12:00 a. m.	3:00 a. m.
10:25 a. m.	1:00 a. m.	12:50 a. m.	3:50 a. m.
11:20 a. m.	1:50 a. m.	1:40 a. m.	4:40 a. m.
12:15 a. m.	2:40 a. m.	2:30 a. m.	5:30 a. m.
1:10 a. m.	3:30 a. m.	3:20 a. m.	6:20 a. m.
2:05 a. m.	4:20 a. m.	4:10 a. m.	7:10 a. m.
3:00 a. m.	5:10 a. m.	5:00 a. m.	8:00 a. m.
3:55 a. m.	6:00 a. m.	5:50 a. m.	8:50 a. m.
4:50 a. m.	6:50 a. m.	6:40 a. m.	9:40 a. m.
5:45 a. m.	7:40 a. m.	7:30 a. m.	10:30 a. m.
6:40 a. m.	8:30 a. m.	8:20 a. m.	11:20 a. m.
7:35 a. m.	9:20 a. m.	9:10 a. m.	12:10 a. m.
8:30 a. m.	10:10 a. m.	10:00 a. m.	1:00 p. m.
9:25 a. m.	11:00 a. m.	10:50 a. m.	1:50 p. m.
10:20 a. m.	11:50 a. m.	11:40 a. m.	2:40 p. m.
11:15 a. m.	12:40 p. m.	12:30 p. m.	3:30 p. m.
12:10 p. m.	1:30 p. m.	1:20 p. m.	4:20 p. m.
1:05 p. m.	2:20 p. m.	2:10 p. m.	5:10 p. m.
2:00 p. m.	3:10 p. m.	3:00 p. m.	6:00 p. m.
2:55 p. m.	4:00 p. m.	3:50 p. m.	6:50 p. m.
3:50 p. m.	4:50 p. m.	4:40 p. m.	7:40 p. m.
4:45 p. m.	5:40 p. m.	5:30 p. m.	8:30 p. m.
5:40 p. m.	6:30 p. m.	6:20 p. m.	9:20 p. m.
6:35 p. m.	7:20 p. m.	7:10 p. m.	10:10 p. m.
7:30 p. m.	8:10 p. m.	8:00 p. m.	11:00 p. m.
8:25 p. m.	9:00 p. m.	8:50 p. m.	11:50 p. m.
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10:15 p. m.	10:40 p. m.	10:00 p. m.	1:30 a. m.
11:10 p. m.	11:30 p. m.	11:00 p. m.	2:20 a. m.
12:05 a. m.	12:30 p. m.	12:00 a. m.	3:10 a. m.
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2:35 p. m.	11:40 a. m.	11:30 a. m.	2:10 p. m.
3:30 p. m.	12:30 a. m.	12:20 a. m.	3:00 p. m.
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7:50 a. m.	1:10 a. m.	1:00 a. m.</	

The Michigan Tradesman.

Primary Causes of Fires.

The Home Insurance Co., of New York, has prepared a diagram, graphically illustrating the comparative number of fires by ascertained primary causes, in the United States during the year 1885, which would have been more complete, had the number of degrees assigned to each cause of fires been marked on the rim of the circle, and not left to measurement or guesswork. The diagram will prove useful and interesting. It assigns to incendiarism in the broadest sense about 107 degrees of the circle. Defective flues occupy 40 degrees. Friction in machinery, as nearly as can be estimated, is responsible for about four degrees of the circle, while boilers and steam pipes get credit for a small segment of two or three degrees. Spontaneous combustion is credited with about 10 degrees. A noticeable feature of the diagram is the large proportion of fires occurring from strictly preventable causes, the major portion of which could have been avoided by the exercise of ordinary prudence and foresight.

From a pamphlet accompanying the diagram, we take the following extract, as indicating methods of prevention:

To avoid accidents from friction of machinery, high grade oils should be used, with self-oiling bearings. The shafting should be kept true and in line. All accumulations of dust, dirt, flyings, etc., should be frequently removed from bearings, to prevent undue friction, as the heat thus generated may remain latent for some hours after the machinery has ceased running, and burst into flame when least expected; hence all important bearings should be frequently inspected during the first three hours after shutting down, in order to prevent disaster from this cause.

To avoid danger of fire, steam pipes should never be allowed to come into contact with wood or other inflammable material. When passing through floors or other woodwork, they should be provided with metal collars, having radial points or arms extending from the inside, so as to form an air-space around the pipe. When hung on the side-walls of an apartment, they should be supported on iron brackets, and be kept free from all accumulation of inflammable material. When laid near the floor, as in dry rooms, the floor should be covered with metal, and the pipes be raised above it at least three inches, and be laid in sections, resting on pieces of piping, of one or one and one-fourth inches in diameter, thus giving a free passage of air under the pipes, at the points of contact with their supports; there should be sufficient space between each section to allow ready access for removal of waste, dust, etc. The safest, and at the same time the most satisfactory, method of heating by steam pipes is to suspend them in iron stirrups, at a point some two feet below the ceiling. When so arranged, the heating capacity is not in the least diminished, while cleanliness is conserved, and the danger of fire from an accumulation of combustible material on the pipes is almost entirely eliminated.

Nearly all animal and vegetable oils, in combination with animal or vegetable fiber, will ignite spontaneously under favorable conditions, as will also lamp-black, charcoal and some kinds of bituminous coal. It will thus be seen that where oils are used, the danger of fire is imminent, and the only safeguard is to at once burn all oily, greasy or paint rags, waste, sawdust, etc., when no longer needed for use. They should be kept in metal receptacles, and removed from the building every day, and never be left on floors, under benches, etc., over night. Painters' overalls should be hung up in such position as to permit a free circulation of air about them, as they are liable to ignite spontaneously, if allowed to lie in heaps on the floors and benches.

Mineral or earth oils have not as yet developed this quality of spontaneous combustion, but a due sense of caution would suggest that they be treated with the same rigid care, so essential to safety with oils known to possess this quality of self-ignition.

Relegated.

"Say," said Mr. Gritt to Johnny Smart-boy, as the latter was sweeping out the office one morning: "I wish you would step here a few moments."

Johnny went into the private office, and his employer said:

"You've been here two years, haven't you?"

"Yes, sir."

"I thought that was about the time.

"Well, it don't seem to me as though you were doing quite as well as you ought. I think you ought to take a little interest in the business, which I am sure you haven't. There seems to be nothing but your wages to induce you to work."

"I know," said Johnny, "I have frequently thought about that myself. Of course I have not worked for wages altogether, and that prospect has been all that has encouraged me to work as hard as I have. How much of an interest are you willing to give me?"

"Of a what?" said Mr. Gritt, falling back in his chair.

"Why, you said something about giving me an interest in the business, I thought," said Johnny, faintly.

"I guess our interests are not the same, young man. You make them the same by the end of the week or leave. Get around an hour earlier every morning after this. Close the office door after you."



For easy ironing use "Electric Lustré" Starch. It is all prepared for immediate use in One Pound Packages, which go as far as two pounds of any other Starch. Ask your Grocer for it. The Electric Lustré Starch Co. 204 Franklin St., New York.

JOHN CAULFIELD Wholesale Agent, GRAND RAPIDS, MICH.



FOX & BRADFORD, WHOLESALE TOBACCOISNTS!

FULL LINE OF ALL STAPLE PLUGS KEPT IN STOCK.

Sole Agents for Celebrated

F. & B. Boquet, Spanish Fly, Pantilla, Rosa De Oro, American Club, Jim Fox Clipper, Moxie.

76 South Division St., Grand Rapids, Mich.

Exclusively Wholesale.

ARCTIC

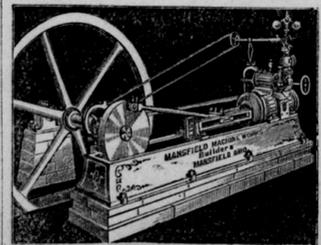


IMPROVED BAKING POWDER

This Baking Powder makes the WHIEST, LIGHTEST and most HEALTHFUL Biscuits, Cakes, Breads, etc. TRY IT and be convinced. Prepared only by the Arctic Manufacturing Co., GRAND RAPIDS, MICH.

PORTABLE AND STATIONARY ENGINES

From 2 to 150 Horse-Power, Boilers, Saw Mills, Grist Mills, Wood Working Machinery, Shafting, Pulleys and Boxes. Contracts made for Complete Outfits.



W. C. Denison, 88, 90 and 92 South Division Street, GRAND RAPIDS, MICHIGAN.

See Our Wholesale Quotations elsewhere in this issue and write for

Special Prices in Car Lots.

We are prepared to make Bottom Prices on anything we handle.

A. B. KNOWLSON,

3 Canal Street, Basement, Grand Rapids, Mich.

ORDER A CASE OF

Leader Shorts. Leader Smoking

16c per pound.

15c per pound.

The Best in the World.

CLARK, JEWELL & CO.

OLNEY, SHIELDS & CO., WHOLESALE GROCERS,

And IMPORTERS OF TEAS.

Our Stock is complete in all branches. New, fresh and bought at latest declines and for cash.

We have specialties in TOBACCOS and CIGARS possessed by no other jobbers in the city.

SOLE AGENTS FOR

McAlpin's Peavey Plug.

The P. V. is the Finest Tobacco on the market.

ALSO SOLE AGENTS FOR

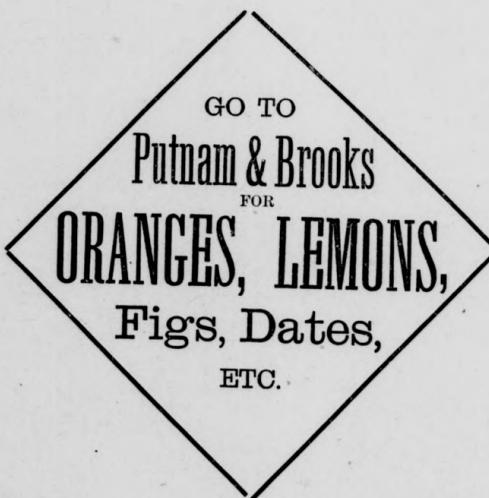
MENDEL & BROS.' Celebrated CIGARS,

Finer quality and lower prices than any handled in the market.

VISITING BUYERS ARE CORDIALLY INVITED TO CALL AND EXAMINE OUR STOCK, AND MAIL ORDERS WILL RECEIVE PROMPT AND CAREFUL ATTENTION.

5 and 7 Ionia Street,

Grand Rapids, Mich.



RINDGE, BERTSCH & CO.,

MANUFACTURERS AND WHOLESALE DEALERS IN

BOOTS AND SHOES.

AGENTS FOR THE

BOSTON RUBBER SHOE CO.

14 and 16 Pearl Street, Grand Rapids, Mich.

F. J. LAMB & CO.,

WHOLESALE DEALERS IN

Fruits, Vegetables,

Butter, Eggs, Cheese, Etc.

Wholesale Agents for the Lima Egg Crates and Fillers.

8 and 10 Ionia St., Grand Rapids, Mich.

SPRING & COMPANY,

WHOLESALE DEALERS IN

Staple and Fancy

DRY GOODS,

CARPETS,

MATTINGS,

OIL CLOTHS

ETC., ETC.

6 and 8 Monroe Street,

Grand Rapids,

Michigan.

THE LEADING BRANDS OF TOBACCO

Offered in this Market are as follows:

PLUG TOBACCO.

RED FOX	.42
BIG DRIVE	.44
PATROL	.40
JACK RABBIT	.36
SILVER COIN	.42
PANIC	.42
BLACK PRINCE, DARK	.35
BIG STUMP	.36
APPLE JACK	.44

2c less in orders for 100 pounds of any one brand.

FINE CUT.

THE MEIGS FINE CUT, DARK, Plug flavor	.62
STUNNER, DARK	.35
RED BIRD, BRIGHT	.48
OPERA QUEEN, BRIGHT	.40
FRUIT	.32
O SO SWEET	.30

2c less in 6 pail lots.

SMOKING.

ARTHUR'S CHOICE, LONG CUT, BRIGHT	.22
RED FOX, LONG CUT, FOIL	.26
GIPSEY QUEEN, GRANULATED	.26
OLD COMFORT, IN CLOTH	.27
SEAL OF GRAND RAPIDS, IN CLOTH	.24
DIME SMOKER, IN CLOTH	.24

2c less in 100 pound lots.

These brands are sold only by

Arthur Meigs & Co. Wholesale Grocers,

Who warrant the same to be unequalled. We guarantee every pound to be perfect and all right in every particular. We cordially invite you, when in the city, to visit our place of business, 77, 79 and 81 South Division Street. It may save you money.

WHOLESALE CROCKERY, H. LEONARD & SONS, GRAND RAPIDS, MICH.



OIL CANS.

	Per doz.
3-gal. "Good Enough," Tin	12 00
5-gal. " " "	15 00
5-gal. " " Wood Jacket	18 00
10-gal. " " "	24 00
3-gal. Glass Can, Tin Jacket	3 00
1-gal. " " "	1 00
1-gal. Tin Can	2 00
1-gal. " " "	2 00

No charge for boxes.



Glass Standard Lamps.

	Per doz.
4 1/2 doz. No. 171 A. Stand Lamps	1 00 50
1 doz. No. 171 B	1 40 70
1 doz. No. 191 A	1 10 55
1 doz. No. 191 B	1 50 75
1 doz. No. 191 C	2 25 113
1 doz. No. 191 D	2 75 138
1 doz. No. 155 B	1 75 88
1 doz. No. 700 Low Hand Lamps	80 40
1 doz. No. 102	80 40
1 doz. No. 85 Footed Hand Lamps	1 35 68

Package..... 7 77
 Less 10 per cent on \$7 77..... 8 27

4 1/2 doz. No. 1 Burners..... 50 25
 1 doz. No. 0..... 45

Sold either with or without the Burners. 10 20



Fine Glazed Earthenware

	Per doz.
12 1/2-gal. "Common Sense" Stew Pans	6 72
24 1-gal. Milk Pans, flat bottom	8 1 92
12 1-gal. " " round bottom	8 96
1/2 doz. 1-gal. Stew Pans, round bottom	9 67
1/2 doz. 1/2-gal. " " "	1 50 66

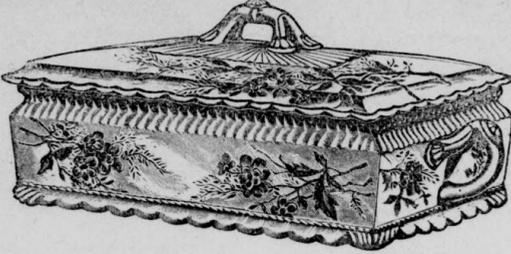


"Burgess & Goddards" White Granite English Ware, "Crown" Shape.

	Per doz.
4 doz. Plates, Pie	48 1 92
4 doz. " " Breakfast	58 2 32
11 doz. " " Dinner	69 7 59
3 doz. " " Soup	80 2 40
6 doz. Fruit Saucers, 4 in.	69 69
6 sets Handled Teas, 4 in.	32 1 92
18 sets Unhandled Teas	42 2 52
15 platters 7 in. 8 in. 9 in. 10 in. 11 in. 12 in.	35 6 30
16 Bakers 5 in. 6 in. 7 in. 8 in.	2 54
24 Scoops, 5 in. 6 in. 7 in. 8 in.	1 80
2 Covered Dishes, 7 in.	2 70
1 Sauce Boat, 1/2 doz. 2 Pickle, 1 doz.	5 10 85
4 Covered Butters, 7 in.	3 83 1 28
2 Tea Pots, 2 1/2 doz.	3 40 57
6 Sugar Bowls, 2 1/2 doz.	2 57 1 43
4 Creamers, 2 1/2 doz.	1 28 64
3 Bowls, quart, 1 doz.	1 06 27
6 " pint and a half	85 42
6 " pint	71 35
24 Pitchers, 6 1/2 12 24 36 48 60 72 84 96 108 120 132 144 156 168 180 192 210 228 240 252 270 288 300 312 324 336 348 360 372 384 396 408 420 432 444 456 468 480 492 504 516 528 540 552 564 576 588 600 612 624 636 648 660 672 684 696 708 720 732 744 756 768 780 792 804 816 828 840 852 864 876 888 900 912 924 936 948 960 972 984 996 1000	4 14 2 69 2 55 2 53 2 06 2 50 33 55

Lines of Crockery

Carried in Original Packages or Repacked to order: Wedgewood & Co., White Granite; Knowles, Taylor & Knowles, White Granite; T. & R. Boote, Royal Semi Porcelain; Wedgewood & Co., Lustre Band; W. H. Grindley & Co., Decorated Ware; T. & R. Boote, Decorated Ware.



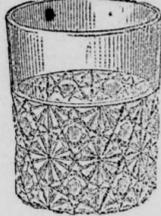
The Square "Windsor" Dinner Ware.

Price-List on Application.
 This new decorated pattern is the success of the trade and readily retails at \$48.50 per set of 125 pieces. Positively the handsomest set on the market.

ASSORTED CRATE

"A. Meakins" Lustre Band Decoration "Albion" Square Shape.

	Per doz.
4 doz. Plates, 5 in. or Pie	73 2 99
4 doz. " " 6 in. or Tea	89 3 58
10 doz. " " 7 in. or Breakfast	1 06 10 60
3 doz. " " 8 in. or Dinner	1 12 3 66
6 doz. Fruit Saucers, 4 in.	49 2 94
2 doz. Soup Plates, 7 in.	1 06 2 12
21 Platters, 8 in. 9 in. 10 in. 11 in. 12 in. 14 in.	4 16 24 33 41 57 6 30
12 Bakers, 7 in. 8 in. 9 in.	2 92
24 Scoops, 5 in. 6 in. 7 in. 8 in.	5 25
6 Covered Dishes, 7 in. 8 in. 9 in.	3 90
6 Boats, 2 1/2; 4 Pickles, 1 1/2	1 95
2 Sauce Tureens, complete	9 75 1 95
4 Covered Butters, 5 in.	5 85 1 95
12 doz. Individual Butters	33 9 96
4 Casseroles, 7 in. 8 in. 9 in.	2 92
3 Tea Pots, 2 1/2; 5 20; 6 Sugars, 2 1/2; 4 39	4 4 6
6 Creams, 2 1/2 doz.	1 95 97
18 Bowls, 2 1/2; 308 398	1 93
3 pairs Ewers and Basin, 9 1/2	5 76
3 Covered Chambers, 9 1/2	3 09
2 Soaps, 4 1/2; 2 Vases, 4 1/2; 6 Mugs, 1 1/2	2 28
24 sets Handled Teas	65 15 24
4 sets Handled Coffee	78 3 04
Crates	2 50



No. 101 Hobnail Tumbler.

One Box Containing
 1 1/2 doz. No. 101, Canary Tumblers.
 1 1/2 " " Amber " "
 1 1/2 " " Blue " "
 1 1/2 " " Crystal " "
 Total, 6 doz. @ 70..... 4 20
 Box..... 35
 \$4 55

Plain Table Tumblers.

One Barrel Containing 18 dozen ASSORTED COMMON TUMBLERS.
 4 doz. Plain 1/2 pint.
 4 doz. " " star bottom.
 4 doz. Star " "
 3 doz. Fluted, " "
 3 doz. Panel " "
 18 doz. @ 30c per doz..... 5 40
 Bbl..... 35
 \$5 75

Half Gallon Water Pitchers.

25 CENT BARGAINS.
 "Empire," 1 1/2 doz. in bbl. per doz 1 95
 "Patience," Assorted, 1 doz. in bbl. per doz 2 25
 "Owl," Assorted, 1 doz. in bbl. per doz 2 00

New Glassware for Spring Trade

The "No. 100 Lace" Pattern.
 Most Graceful and Stylish Shape in America.
 Sets, Blue Amber or Canary..... each 80
 Sets, Crystal..... each 65
 Sauce Plates, any color..... doz. 80
 " " crystal..... doz. 65
 Salvers, 10 in., any color..... doz. 6 00
 " " 10 in., crystal..... doz. 5 00
 Individual Butters, assorted colors..... 45
 Covered Sauce Bowls, any color..... 6 00
 " " crystal..... 5 00
 ILLUSTRATIONS MAILED.



TABLE SET Of 9-D Pattern.

Extra Heavy Flint Glass.

ASSORTED CASK NO. 9-D WARE.

1/2 doz. 9-D Sets	3 75	1 87
1 doz. 9-D Celeries	1 40	46
2 doz. 9-D Pitchers, half gallon	2 25	73
2 doz. 9-D Comports, 4 in.	30	60
2 doz. 9-D Tumblers	50	1 00
2 doz. 9-D Goblets	48	96
1 doz. 9-D Comports, 8 in.	1 40	35
1 doz. 9-D Salver, 9 in.	2 25	56
1 doz. 9-D Salver, 10 in.	2 75	69
1 doz. 9-D Pickles	45	23
1 doz. 9-D Oval Berry, 8 in.	60	15
1 doz. 9-D Oval Berry, 9 in.	80	20
1 doz. 9-D Bread Plates	1 50	38



MASON'S PORCELAIN CAP

THE OLD RELIABLE
 Fruit Jars.
 Bock Bottom Prices Guaranteed.



Patented Jan. 5, 1877.
 Re-issued June 5, 1884.
 Pat. April 25, 1885.
 The "Lightning" Self-Sealing, Patent Top Fruit Jar.
 Increasing in favor every year.

Five and Ten Cent Colored Table Glassware.

New Packages for 1886, superior to any goods now sold.

Illustrations of all lines of new glassware will be forwarded on request and we would be pleased to have the trade call and examine our new goods in person when in the city.

Bargain Counter Goods.

Suitable for all lines, that may be retailed at the popular prices of 5c, 10c and 25c, continues in favor with the trade, and is a help to every merchant who uses it.

Who Made the First Barrel?

From the Scientific American.

Few inventions have had a wider or more varied usefulness than the barrel; few give such promise of perpetuity. Unique in principle, simple, yet singularly perfect in plan and structure, the barrel is little less than a stroke of genius. Who set up the first one? Who first conceived the happy thought of making a vessel tight and strong out of strips of wood bound together with hoops? And when and where did he live?

No history of inventions; none of the encyclopedias in our great libraries; no historian of human progress, so far as we know, gives any information on the subject, unless we accept the Roman author, Pliny, who mistakenly attributes the invention to the Gauls, who inhabited the banks of the Po. We say mistakenly, since there is the best of good reason for believing that the barrel was in use long before the Gauls took possession of their Italian home, perhaps long before the Gauls existed as a people.

The monuments of Egypt furnish proof of the early use of hooped vessels, though no date is given for their invention. In one of the inscriptions copied by Wilkinson may be seen two slaves emptying grain from a wooden vessel made with hoops, while a scribe keeps tally, and a sweeper stands by with a broom to sweep up the scattered kernels. Close by an unfortunate is undergoing punishment by bastinado for short measure, perhaps, or, as Mr. Wilkinson suggests, for petty theft. The measure is barrel-shaped, and precisely like the *hoyt* of modern Egypt. It would hold, apparently, about a peck. Unfortunately, the age of this inscription is not indicated. Measures of that sort would seem to have been in common use very early in Egypt, though not for the storing of liquids, for which purpose skin and earthen vessels were employed.

At first thought, Egypt would be the last place to look for the invention of hooped vessels, its arid climate making it specially unsuited for their employment. Possibly, however, that may have been the compelling cause of their invention.

Throughout the East the bamboo is largely used for making hollow vessels, a section of the stem through a node securing a solid bottom, and one between the nodes an open mouth for a natural tub or bucket. In well wooded regions nothing would be more natural than the employment of hollow tree trunks for the same purpose, or sections of tree stems hollowed out by fire or otherwise. In drying, such vessels would split and spoil, and it would require no great genius to repair them by means of withes or wooden bands, the primitive form of the hoops.

If the users of such natural barrels should migrate to a more barren region where timber was scarce, economy of lumber would be likely to suggest the building of barrels from pieces artificially split, in short, the use of staves, by means of which the primitive cooper would be able to make several barrels out of a block that would suffice for a single dug-out.

But this is speculation merely. It is enough to know that the cooper's art, like the potter's, is one of extreme antiquity. We had no suspicion of its age until we undertook to tell who made the first one.

Kind words are bright flowers of earthly existence. Use them, and especially in your business life.

Those who believe that the world owes them a living don't stop to consider how many bad debts the old globe has to shoulder.

The old proverb, "Where there's a will there's a way," should oftentimes read, "When there's a bill to pay you are away."

Live and act to-day; he who spends one-half of his time in enjoying his to-morrows will spend the other half in regretting his yesterdays.

It is with narrow-souled merchants as with narrow-necked bottles, the less they have in them the more noise they make in pouring out.

Some merchants are always trying to begin at the top, unmindful of the fact that it is all folly to shingle the house until after the cellar has been dug.

Borrowing is a bad thing at best, but "borrowing trouble" is probably the most foolish investment of "foreign capital" that a business man can make.

Some merchants often save at the wrong place, while others look after small savings and forget greater things. Both are penny wise and pound foolish.

Progress of the best kind is comparatively slow. Great results cannot be achieved at once. To know how to work and to wait are the great secrets of success.

"Strike while the iron is hot" oftentimes finds illustration in the fact that a good many clerks and salesmen work best when the eye of their employer is on them.

"The truth always pays in the end" is an old saying, and probably that is the reason why there is so little of it told at the beginning of most business transactions.

If you are making money give part of it away—and give generously and nobly. There are enough who need it. Extend your charities according to your prosperity.

Men of business are accustomed to quote the maxim that "time is money;" but it is more; the proper improvement of it is self-culture, self-improvement and growth of character.

There is a class of narrow-minded merchants who never get rich for want of courage. Their understanding is that of the halting, balancing kind, which gives a man just enough light to see difficulties and start doubts, but not enough to surmount the one or remove the other.

E. FALLAS, Wholesale & Commission--Butter & Eggs a Specialty.

Choice Butter always on hand. All Orders receive Prompt and Careful Attention. CORRESPONDENCE SOLICITED.
 No. 1 Egg Crates for Sale. Stevens' No. 1 patent fillers used. 50 cents each.
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O. W. BLAIN & CO., Produce Commission Merchants,

Foreign and Domestic Fruits, Southern Vegetables, Etc.
 We handle on Commission BERRIES, Etc. All orders filled at lowest market price. Correspondence solicited. APPLES AND POTATOES in car lots Specialties. NO. 9 IONIA ST.

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Butter, Eggs, Pop Corn,
 Green and Dried Fruits,
 Write me for prices. POP CORN A SPECIALTY.
 W. T. LONG, VICKSBURG, MICH.

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STODDARD | MOSELEY'S
 Creamery & Refrigerator | Cabinet Creamery, 5,000 lbs. use.
 Have No Equal on the market. Adapted to large & small dairies, families, factories, the cream-sterilizer & potter, hotels, etc. Used with and without ice. The "Stoddard" has patent skimming attachment. Cream drawn off the milk. No possibility of sediment drawn with it. Milk or cream drawn at any time. Has thick walls and double air space. Has a Perfect Refrigerator.
 STODDARD CHURN
 THE BEST! Made of white oak, without floats or dashers. NINE SIZES, for Dairies and Factories.
 MORE'S PYRAMIDAL STRAINER
 Cleans milk perfectly, and does not clog, because milk falls on point of strainer. Butter Workers, Bats, Prints, Bag Powers and Factory Supplies.
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 AT LOWEST PRICES.

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 138 and 140 Jefferson Ave. and 34 and 36 Woodbridge St., DETROIT.

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TO ONE FIRST DEALER IN EVERY TOWN. THIS ADVERTISEMENT, IF CUT OUT AND SENT TO US WITHIN THE NEXT THIRTY DAYS, WITH AN ORDER FOR 500 OF "WARREN'S GRIP" CIGARS, (PRICE \$35 PER M, DELIVERED), IS GOOD FOR ONE YEAR'S SUBSCRIPTION TO THIS PAPER, "THE MICHIGAN TRADESMAN." WE SELL THIS CIGAR TO BUT ONE DEALER IN A PLACE. SO SECURE THIS PAPER FOR ONE YEAR FREE, AND THE AGENCY FOR THE BEST-SELLING 5 CENT CIGAR ON THE MARKET BEFORE YOU ARE TOO LATE.

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FEBRUARY 1ST, 1886.

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